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June 30, 1964

VARIABLE WIDTH FILM READER

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This company is making the condenser lenses for the [] measuring projector. They have had some difficulty and the condensers are now the pacing item on the [] instrument.

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They have delivered all but one of the 13 elements required. First time around the element was undersize, too thin. Second time around they broke the blank. They are now working on the third time around. [] has been following up on them pretty heavily and they weren't too happy to have somebody else come in.

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The company was founded by [] about five years ago. He formerly was production manager for [] California, and decided to strike out on his own. [] is President and there are three other men with him who constitute management:

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Their principal activity is manufacture of optics for the aerospace industry. They are apparently pretty capable and competitive in their field. They have no product line of their own and do not do design of any complexity.

They have been in their present location about two years, and it is a modern well equipped plant. They have about 30 people in a 16,000 sq. ft. plant.

They have at least ten banks of quadruple arm polishing machines, three Blanchard grinders, a Blanchard edger, three vacuum coating jars, a curve generating grinder, and a machine shop with mills, lathes, drill presses, etc. They have separate air-conditioned test facilities with flats, beam splitters, collimators, etc. They have no automatic high-speed production equipment.

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I think their problem is a transient one and it is common and peculiar to optics shops. For the past 9 months they have suffered from the local slump in aerospace. Business has recently picked up and they are trying to expand a bit.

The optical grinding and polishing labor market is small and very specialized. An optical shop can't afford to keep its full force on during slack periods, and then during full periods it has trouble getting the good people back. While generally the same is true in any business, it seems to be more acute in optics shops.

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I suspect they had some people on the routine part of the [] condensers who were a little less experienced than they were thought to be.

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Attachment -



Sent to Dir. Br.

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